



# "Big Dreams Small Business" NEWS

## Small Businesses Start New Millennium With A Bang

Unlike Y2K, this past year at the Small Business, Solutions Development Center (SDC) was anything but uneventful. In fact, business boomed to a record \$224M from 1,446 task orders with an additional \$14.6M through directed orders from federal customers. The launch of SmallBI ZMall.gov last April gave 8(a) contract holders added exposure and participation in the world of E-commerce. A prized endorsement of the Mall, by the Dept. of Defense lent even more support for small and disadvantaged businesses. Recent contract modifications such as the extensions to October 2004 and ceilings raised to \$126M provided added benefits to the current contract holders. Participation jumped by almost 20% with 60% of industry partners receiving task orders under the program.

The Small Business SDC Team traveled to more than 50 events in the first 9 months alone promoting the 8(a) contracts and SmallBI ZMall.gov to the federal community across the nation.

The pace continues into fiscal year 2001 with the Team attending 11 events to date – an average of 1 event per week – promoting the program at meetings, conferences and trade shows nationwide.

Please join us at the following 2001 events including the GSA/FTS Network Services Conference, Apr 2-4, Las Vegas, NV; the GSA/FSS Product & Services Expo, May 22-24, Orlando, FL, [www.expo.gsa.gov](http://www.expo.gsa.gov); the SBA Annual Conference & Expo, June; and the Dept. of Defense Small Business Conference & Expo, Dec 3-7, Las Vegas, NV, [www.sadbuconferences.com](http://www.sadbuconferences.com). More information about each event will be provided as it becomes available.

*Coming soon...*

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### **FAST Offices Nationwide:**

#### **Region 1: (New England Region)**

*Mattie Buford* 617-565-5770

#### **Region 2: (Northeast & Caribbean)**

*George Holt* 212-264-8249

#### **Region 3: (Mid-Atlantic Region)**

*Howard Gromlich* 215-656-6367

#### **Region 4: (Southeast Region)**

*Debbie Eastis* 404-331-5106

#### **Region 5: (Great Lakes Region)**

*Howard Norris* 312-886-8814

#### **Region 6: (Heartland Region)**

*Sharon Henry* 888-TRY-FAST

#### **Region 7: (Greater Southwest)**

*Paulette Sepulvado* 817-978-0503

#### **Region 8: (Rocky Mountain Region)**

*Carolyn Helstrom* 303-236-7311

#### **Region 9: (Pacific Rim Region)**

*Pete Schultz* 415-522-4566

#### **Region 10: (Northwest/Arctic)**

*Ron Heald* 360-475-6813

#### **NCR: (National Capital Region)**

*Terry McNair* 202 708-7700

**FTS Small Business Center**  
**1-877-327-8732**  
**[www.fast.sdc.gsa.gov](http://www.fast.sdc.gsa.gov)**  
**U.S. General Services Administration**